

Lessons From My Grandfather

Inspiring new book details timeless principles for personal & financial success

It is never the wrong time to make your dreams come true—no matter how old or how young; how rich or how poor; or where you come from. Marc Demetriou, one of America's top mortgage experts, learned early on in life how to take control of life rather than let life control him, thanks to the lessons of wisdom passed on by his grandfather, Haralambos "Charlie" Pistis, the archetypical self-made immigrant who left Cyprus as a teenager and lived the American Dream with personal success and financial fortune.

Just a little over ten years after Charlie's death in November 2006, Demetriou has penned a moving book, *Lessons From My Grandfather; Wisdom for Success in Business and Life*, to share Charlie's 15 ageless principles for success that Demetriou feels carefully guided his grandfather's journey to fulfillment.

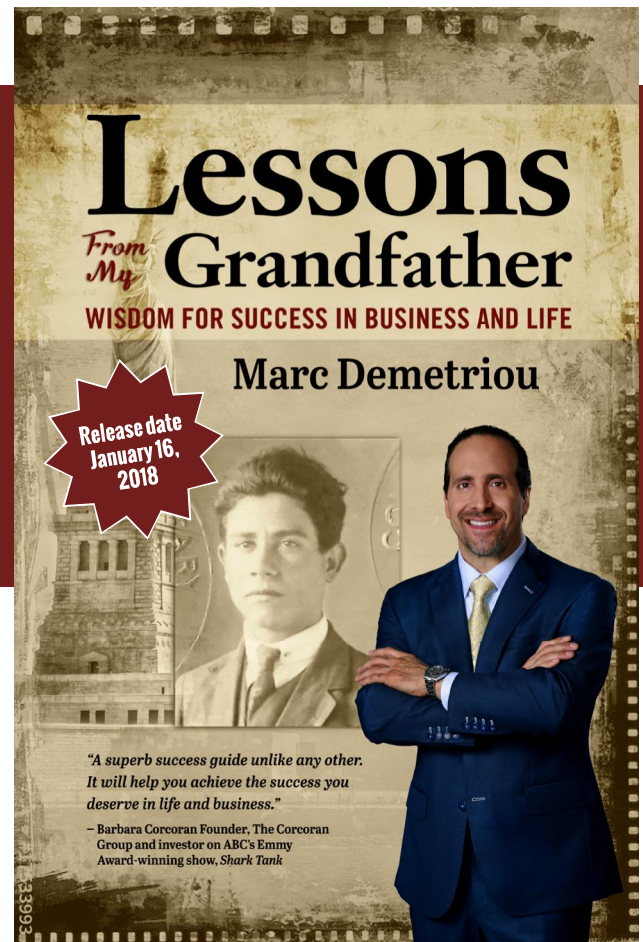
"I have to share the gifts and lessons of my grandfather. I wrote the book to inspire people. I believe if they read the book and understand it, they will be able to use it to truly succeed. His story is compelling and timeless," Demetriou says.

The final product is a blueprint for personal and financial success, providing tools of both clarity and vision to help you recognize your unique talents and reach goals in life and business, according to Demetriou.

And Charlie's story is indeed a compelling one. He left his native Cyprus at age 16—with nothing but a bag full of dreams, courage, wit and the desire to succeed—first going to Greece and then to London. He arrived in New York City passing through Ellis Island, just weeks after the Black Tuesday Wall



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Street Crash. Though this marked the beginning of the Great Depression for his new country, this also marked the beginning of Charlie's journey toward fulfillment in his personal and professional life.

As if the ailing economy was not tough enough, Charlie faced other struggles too. He didn't have a high school education. He had no family here. But Charlie was intent on making it and took any job he could find. He shined shoes to start, moving on to become a bus boy and eventually a waiter. Then he got a job at the Zeta Psi Club which marked a turning point for him. He eventually worked his way up to managing the club and enjoyed the opportunity to network and build working relationships with many business people. The Zeta Psi job led to another great opportunity as one of the managers of the West Side Tennis Club in Flushing, Queens.

Despite hardship and challenges of life, Charlie managed to beat all odds and ultimately retired at the age of 60 as a mil-

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—Barbara Corcoran, founder, The Corcoran Group, and investor on ABC's Emmy Award-winning show Shark Tank

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lionaire. He enjoyed an amazing 37 more years with friends and family until he passed at the age of 97.

How did Charlie do it? *Lessons From My Grandfather* imparts the very lessons Demetriou learned from his grandfather. These vital lessons include:

- 1) Attitude is everything.
- 2) Take the mighty risks.
- 3) Be resilient, persevere, and never give up on yourself.
- 4) Everyone you pass in life has something to teach you.
- 5) No one ever does it alone.
- 6) Never stop moving in the direction of your dreams.
- 7) Go the extra mile.
- 8) Remain humble always.
- 9) Look for what others don't see.
- 10) Be awake and alive to the suffering of others.
- 11) To work is to survive, and that is not enough.
- 12) Be thankful for what you have.
- 13) There are no limits and no ends.
- 14) Believe in yourself always.
- 15) Be joyful!

The reception for the book has been positive, including glowing testimonial from Barbara Corcoran, founder of The Corcoran Group and investor on ABC's Emmy Award-winning show *Shark Tank*.

"Marc Demetriou has written a superb success guide unlike any other. Based on fifteen universal principles, *Lessons From My Grandfather* will help you achieve the success you deserve in life and business," Corcoran says.

Lessons From My Grandfather will be released on January 16, 2018, available in print through Amazon and digitally through Amazon Kindle and Apple iBook. More information can be found at grandfatherlessons.com.

About Marc Demetriou

Marc Demetriou is a top-rated speaker who has appeared at the Mastermind Summit along with world-renowned motivational speaker Tony Robbins and Barbara Corcoran from ABC Television's *Shark Tank*. As an authority on real estate and finance, Demetriou has been quoted in articles in *The New York Times*, *The Huffington Post*, *Reuters*, the *Associated Press* and many other local and national publications and media outlets. He has been consistently ranked in the top one percent of loan originations in the country by *Scotsman's Guide*, *Mortgage Executive Magazine* and *National Mortgage Professional Magazine*, and received the "Forty Under 40" award as one of the 40 most successful business professionals in New Jersey. He is a certified and licensed instructor, offering continuing education credits to accountants, realtors, financial planners and managed care professionals throughout New Jersey. Additionally, he was co-host on WVNJ's popular *The Real Estate and Money Show*. Demetriou also is the proud father of three daughters.

To learn more about Marc, visit www.MarcDemetriou.com. You can write Marc at Marc@GrandfatherLessons.com.



"Marc has reached into the soul of his past to share with us the wisdom bestowed upon him by his 'Pappous' [grandfather in Greek]. Having also grown up in a Greek family with strong values, I appreciate how Marc translated those tender moments with his grandfather into meaningful expressions and lessons for a better life. From one heart to another, Marc passes on to his readers a powerful pathway to success rooted in deep family values."

— Jim Kirkos, CEO,
Meadowlands Regional Chamber

"This book is about dreams, hope and happiness fulfilled through courage, perseverance, humility, and an attitude that anyone reaching for success will treasure. Charlie, the immigrant, who received no public recognition or accolades in his lifetime, has a greater monument in a book by his grateful and adoring grandson who shares with all of us Charlie's profound lessons for a great and successful life."

— Anthony Scardino, Jr.,
New Jersey State Senator (retired)